As Info . . .

ROU Briefs 1/25/95

For: AVP/RM/RBM/ROM/CAM/RMM

FSC-15-A

✈ **1995 CONTRACTS - Co-Marketing, Temporary Displays (Semi-Permanent) and One-Sheet Retail Advertising.....**
As clarification, the above-mentioned contracts are available in SMS for 1995. The item numbers have not changed from the 1994 versions, but contract verbiage has changed to reflect December 31, 1995 ending dates. These contracts should be utilized for net new placements during 1995. Extensions of 1994 contracts at retail should be addressed via contract addendums supplied in FSC-499-B. Item numbers for 1995 contracts are as follows:

Contract	Item #	Packing/ SKU
1-Sheet Ret. Adver. Agrmt.	466901	25
Temp. Display Program	467831	10
Co-Marketing Pack Outlet	463311	25
Co-Marketing Carton Outlet	462208	25
Co-Marketing Cig. Outlet	467381	10

Since these contracts only apply to 1995 net new placements, please use prudent judgment in order quantities to avoid national out-of-stock. Thank you for your support.

Program contacts:
SSA - Tom Sullivan, 2572
MWSA - Rich Pettorini, 1052
WSA - Ron Grout, 2196
NESA - Mike Buckler, 1625

✈ **1995 Astro Mini-Vans - Dutch Door Configuration.....**Some of the fall orders for the 1995 Chevrolet Astro Mini-Vans with a second seat were erroneously built with dutch doors instead of our standard swing-out panel doors. Dutch doors are not approved by Fleet Operations due the extra cost to the Company; however, we are accepting 141 dutch door vans for delivery at no additional cost to RJR.

These vans are scheduled to sales personnel in the following regions only:

1200	2500	5700
2100	5100	6700
2200	5300	6800
2300	5400	6900
2400		

For your information, the attached letter will be mailed by Fleet Administration to those people who will receive the dutch door vans.

✈ **Personnel Moves.....**
Gary Overfelt has been named to the position of Region Operations Managers for the Winston-Salem Region.

Natalie Davis has been promoted to the position of Region Business Manager for the Atlanta Region.

✈ **W-2 Forms.....**
W-2 forms were mailed from Winston-Salem on Tuesday, January 24.

51846 9476

R. J. REYNOLDS TOBACCO COMPANY
Attachment

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